

Central Intelligence Agency



Washington, D. C. 20505



18 FEB 1977

OIT # 062-87

Mr. Frederick A. Wang
President and Treasurer
Wang Laboratories
One Industrial Avenue
Lowell, Massachusetts 01851

Dear Mr. Wang:

Thank you for your frank and informative letter of January 26. Your communication will help us interpret the many articles we read in the trade press about Wang's current business situation and prospects.

We have recently taken a close look at Wang's current and planned products, with particular interest in Wang's ability to meet interface standards that we have adopted. These standards require all computer systems that we purchase to support industry mainstream interfaces. We are encouraged that Wang systems will be able to conform to our newly-adopted standards.

Your local office has been most helpful in arranging a series of meetings at your headquarters in Lowell, your Bethesda office and our facilities, to review your company's products and activities. We are impressed with the plans for new products as well as your plans to support industry standard interfaces. Ms. Mary Harris, Marketing Manager, has provided outstanding leadership in Wang's effort to inform us of your new directions.

Thanks again for your letter. I look forward to continuing this dialogue and would like to invite you to visit us at our Langley facility. At that time, our Information Systems Board, a group of senior executives who set our information systems policy, would be interested in an update on the topics discussed in your letter.

Sincerely,



Executive Director

cc: Ms. Mary Harris
Wang Laboratories, Inc.
7500 Old Georgetown Road
Bethesda, Md. 20814

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Letter to Mr. Frederick A. Wang

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